

## FRANCHISE - REVENUE &amp; PIPELINE SUMMARY

AS OF 09-SEP-2002

EUROS IN 000'S

GLOBAL MEDIA (1)

PRODUCT	Aug Franchise Revenue	YTD(Aug) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Sep Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Weighted Pipeline	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Weighted(2)
M&A	12	28,669	17,515	11,154	-	43,224	10,560	49,000	(9,770)	7,025	1,505
Other Advisory	12	28,669	17,515	11,154	-	43,224	10,560	49,000	(9,770)	7,025	1,505
Total Advisory											
HYCM	-	10,310	13,728	(2,416)	-	3,011	753	14,000	(2,938)	-	-
Leverage Loan Fees	-	10,139	4,504	5,635	-	42,549	21,274	14,000	17,413	-	-
Project Finance / ABL Origination	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	20,448	17,230	3,218	-	45,559	22,027	28,000	14,476	1,004	-
Equity Underwriting	701	28,724	34,551	(5,826)	-	4,005	2,628	49,000	(17,648)	8,000	4,000
Restricted Securities / PPE	-	(1)	107	(108)	-	-	-	-	(1)	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-
Total Equity	701	28,723	34,657	(5,934)	-	4,005	2,628	49,000	(17,649)	8,000	4,000
Capital Benefits / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-
GM DCN JV	657	2,012	15,705	(13,693)	-	3,000	-	14,000	(11,988)	-	-
Legacy PE / Telecom / LA Portfolio - NM	-	(802)	1,467	(1,467)	-	-	-	-	(802)	-	-
Principal Investing / PE Exceptions / Other	657	1,210	17,172	(15,962)	-	3,000	-	14,000	(12,780)	-	-
Total Legacy Portfolios / Cross Selling / Other											
Total Corporate Finance Product	1,370	79,050	86,574	(7,523)	-	95,789	35,215	140,000	(25,734)	16,028	5,505

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
 2) Balance of Pipeline includes all future years

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**FRANCHISE - REVENUE BY DEAL**  
**AS OF: 09-SEP-2002**  
**EUROS IN 000'S**  
**GLOBAL MEDIA**

PRODUCT	DEAL	Franchise Revenue Aug	Franchise Revenue YTD(Aug)	Franchise Revenue Sep	Other Coverage Groups
	Albritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus.&Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	(18)	65	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	30	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	-	750	-	EUR TECH
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
<b>Total M&amp;A</b>		<b>12</b>	<b>28,669</b>	<b>-</b>	
<b>Total Advisory</b>		<b>12</b>	<b>28,669</b>	<b>-</b>	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Ecnostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA SPON
	Entelcom Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
<b>Total HYCM</b>		<b>-</b>	<b>10,310</b>	<b>-</b>	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,936	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter. - (D014834)	-	1,980	-	EUR SPON, UK
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020485)	-	292	-	EUR SPON
<b>Total Leverage Loan Fees</b>		<b>-</b>	<b>10,139</b>	<b>-</b>	
<b>Total Debt Products</b>		<b>-</b>	<b>20,448</b>	<b>-</b>	

**FRANCHISE - REVENUE BY DEAL**  
**AS OF: 09-SEP-2002**  
**EUROS IN 000'S**  
**GLOBAL MEDIA**

PRODUCT	DEAL	Franchise Revenue Aug	Franchise Revenue YTD(Aug)	Franchise Revenue Sep	Other Coverage Groups
	Cumulus Media - secondary offering (2Q 02) (D022916)	312	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Entercom Communications - secondary offering (1Q 02) (D020126)	-	4,553	-	None
	ikon Office Solutions - convertible offering (2Q 02) (D020657)	293	5,025	-	None
	Internet Capital Group - IPO (D980806)	-	296	-	EUR TECH, NA CON
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,623	-	UK
	Leap Frog Enterprises - IPO financing (D016309)	-	643	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	892	10,033	-	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D018091)	(795)	(4,721)	-	FRANCE
	Radio One - Secondary Offering (2Q 02) (D021881)	-	3,538	-	None
	SONICblue - debt private placement (2Q 02) (D021165)	-	917	-	NA P PLMT
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	160	-	NA FIN SPO
		-	761	-	
<b>Total Equity Underwriting</b>		<b>701</b>	<b>28,724</b>	-	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam mtm (M1574)	-	(1)	-	None
<b>Total Restricted Securities / PPE</b>		-	(1)	-	
<b>Total Equity</b>		<b>701</b>	<b>28,723</b>	-	
	AOL Time Warner Inc. - IG Bond. (M3404)	-	141	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	657	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
<b>Total GM DCM JV</b>		<b>657</b>	<b>2,012</b>	-	
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	-	(447)	-	None
<b>Total Principal Investing / PE Exceptions / Other</b>		-	(802)	-	
<b>Total Legacy Portfolios / Cross Selling / Other</b>		<b>667</b>	<b>1,210</b>	-	
<b>Total Corporate Finance Product</b>		<b>1,370</b>	<b>79,050</b>	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 09-SEP-2002  
EUROS IN 000'S  
GLOBAL MEDIA

Franchise Value										
PRODUCT	DEAL	PROBABILITY	Sep	Oct	Nov	Dec	Balance Of Year 2002	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
	Acme Communications - general advisory (D008356)	25	-	-	-	1,254	-	-	1,254	314
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75	-	-	-	1,004	-	-	1,004	753
	Bocsey & Hawkes - divestiture advisory/defense & refinancing (D016369)	26	-	-	-	2,000	-	-	2,000	500
	BusinessWire - general advisory (D006885)	26	-	-	-	5,419	-	-	5,419	1,365
	Deutsche Telekom - Sale options for 10% stake in SES (D011449)	0	-	-	-	6,000	-	-	6,000	-
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	50	-	-	-	7,025	-	-	7,025	3,512
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016099)	25	-	-	-	500	-	-	500	125
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	-	4,500	-	-	4,500	1,125
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	26	-	-	-	5,000	-	-	5,000	1,250
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	25	-	-	-	2,509	-	-	2,509	627
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	-	-	4,000	-	-	-	4,000	1,000
	Taylor Nelson - Acquisition of Project Granite (GFK) / Granite (D002981)	25	-	-	-	-	-	6,021	6,021	1,505
	TIM Brazil - Project Elife/Phase 2 (sale) / Elife - 2 (D024386)	0	-	-	-	-	-	1,004	1,004	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	4,000	4,014	-	-	4,014	-
Total M&A			-	-	4,000	39,224	-	7,025	50,249	12,066
Total Advisory			-	-	4,000	39,224	-	7,025	50,249	12,066
Total HYGM	Data Transmission Network - bank/board financing (3Q 02) (D022612)	25	3,011	-	-	-	-	-	3,011	763
			3,011	-	-	-	-	-	3,011	763
	Comcast - acq Incg for AT&T Broadband (participant bank) (D020813)	50	1,806	-	-	-	-	-	1,806	903
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	50	-	34,722	-	-	-	-	34,722	17,361
	Gray Television - bank/equity financing (4Q 02) (D022657)	75	3,011	-	-	-	-	-	3,011	2,258
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	25	3,011	-	-	-	-	-	3,011	763
Total Leverage Loan Fees			7,827	34,722	-	-	-	-	42,549	21,274
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	-	1,004	1,004	-
Total Real Estate Advisory			-	-	-	-	-	1,004	1,004	-
Total Debt Products			10,838	34,722	-	-	-	1,004	46,563	22,027
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	-	2,500	-	-	2,500	1,875
	Salem Communications - secondary offering (3Q 02) (D024428)	50	1,505	-	-	-	-	-	1,505	753
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013635)	50	-	-	-	-	-	8,000	8,000	4,000
Total Equity Underwriting			1,505	-	-	2,500	-	8,000	12,005	6,628
Total Equity			1,505	-	-	2,500	-	8,000	12,005	6,628
Total GM DCM JV	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015999)	0	-	-	-	3,000	-	-	3,000	-
			-	-	-	3,000	-	-	3,000	-
Total Legacy Portfolios / Cross Selling / Other			-	-	-	3,000	-	-	3,000	-
Total Corporate Finance Product			12,343	34,722	4,000	44,724	(0)	16,028	111,817	40,720

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-08-03 (Mon)  
EUROS IN 000'S  
Global Media

BANKER	DEAL	PRODUCT	PROB	AUG FRANCHISE VALUE	YTD AUG FRANCHISE VALUE	SEP FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	312	5,134	-	-	-
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	8,666	-	-	-
	Echostar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	N/A	-	(538)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	-	-	7,025	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	50%	-	(145)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Bridge Loans	50%	-	-	-	34,722	-
	Entom Communications - Block Trade (2Q 02) (D021659)	Stock Trade	N/A	-	-	-	-	-
	Entom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	2,206	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing (1Q 02) (D020128)	Equity-Secondary	N/A	-	1,152	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	4,553	-	-	-
	Mediation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Senior Bank Debt	N/A	-	5,490	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-IPO	N/A	(795)	(4,721)	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015906)	Equity-Secondary	N/A	-	917	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	25%	-	1,206	-	-	-
	Viacom - IG offering (3Q 02) (D025676)	Bonds-Corp. Investment Grade	N/A	657	-	-	3,011	-
	iBiquity Digital - Private Placement (2Q 02) (D013707)	Private Placement-Equity	N/A	-	748	-	-	-
Austin, Geoffrey	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Valuation	N/A	-	2,367	-	-	-
	Johnston Press - Acqn advisory for RIM / Pacific (D014213)	Acquisition Advisory	N/A	-	2,166	-	-	-
	Johnston Press - rights issue for acqn of RIM (D022644)	Equity-Rights	N/A	-	1,623	-	-	-
	Johnston Press - E880mm debt financing for RIM acquisition / Jupiter- (D014834)	Senior Bank Debt	N/A	-	1,980	-	-	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Acquisition Advisory	25%	-	-	-	4,000	-
	Taylor Nelson - Acquisition of Project Granite (GFK) / Granite - (D022981)	Acquisition Advisory	25%	-	-	-	-	6,021
	Yel - US\$40mm financing for acqn of Nielsen Publishing (D020465)	Senior Bank Debt	N/A	-	292	-	-	-
	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	312	5,134	-	-	-
	Entom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
Carrey, Charles	Leap Frog Enterprises - IPO financing (D015908)	Equity-IPO	N/A	-	643	-	-	-
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	(795)	(4,721)	-	-	-
	NextMedia Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	-	(89)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	917	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,206	-	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	536	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	25%	-	-	-	3,011	-
	Viacom - IG offering (3Q 02) (D023676)	Bonds-Corp. Investment Grade	N/A	657	-	-	-	-
	Adelphia Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	68	-	-	-
	Allbritton Communications - General Advisory (News Ch 8) (D020886)	Fairness Opinion	N/A	-	111	-	-	-
Graves, Daniel B.	Gray Television - bank/equity financing (4Q 02) (D022657)	Senior Bank Debt	75%	-	-	-	3,011	-
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	Other M&A Advisory	N/A	-	203	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	50%	-	-	-	1,505	-
	Tribune Co - general advisory (radio assets) (D002234)	Divestiture Advisory	N/A	-	1,086	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	761	-	-	-
	BSkyB - GBP 200 million convertible bond (D020296)	Equity-Convertible Bonds	75%	-	-	-	2,500	-
	Bentelmann - Project Rock / Rock, (D014618)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Boosey & Hawkes - divestiture advisory/deference & refinancing (D015359)	Divestiture Advisory	25%	-	-	-	2,000	-
	Daouine Telecom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Impressa/Colina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	N/A	(18)	65	-	-	-
Lovegrove, Stephen	JCDecaux - IPO (project Fox) / Fox (D004897)	Equity-IPO	N/A	-	(1,628)	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	25%	-	-	-	4,900	-
	JCDecaux - strategic divestiture advisory - Project Phoenix / Phoenix (D02235)	Acquisition Advisory	25%	30	30	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015906)	Divestiture Advisory	25%	-	-	-	5,000	-
	SES Global - €700-1bn IPO - Project Gerard / Gerard2 (D013535)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	SES Global - €700-1bn IPO - Project Gerard / Gerard2 (D013535)	Equity-IPO	50%	-	-	-	-	8,000
	Bentelmann - Project Rock / Rock, (D014618)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Boosey & Hawkes - divestiture advisory/deference & refinancing (D015359)	Divestiture Advisory	25%	-	-	-	2,000	-
	Daouine Telecom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Impressa/Colina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	N/A	(18)	65	-	-	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-09-09 (Mon)  
EUROS IN 000'S  
Global Media

BANKER	DEAL	PRODUCT	PROB	AUG FRANCHISE VALUE	YTD AUG FRANCHISE VALUE	SEP FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Lovel, Nicholas	Impressa/Cofina - pot merger of Impressa w/ Investias (Ice Cube) / Ice Cub (D015714) Publicis Groupe SA - convertible bond Q1 2002(King) / King (D016091)	Merger Advisory Equity-Convertible Bonds	N/A N/A	(18) -	85 3,638	- -	- -	- -
MacInnes, Bruce	Bertelsmann - Project Rock / Rock, (D014819) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069) Gazprom - sale of Gazprom Media to Sputnik Group (Astria) / Astria (D013840) ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014882) ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) SES Global - Debt financing in SE Americom - Project Gerand / Gerand (D015666) Taylor Nelson - Acquisition of Project Granite (GFK) / Granite (D022981)	Acquisition Advisory Fairness Opinion Valuation Merger Advisory Defense Advisory Bonds-Eurobonds Acquisition Advisory	N/A 25% N/A N/A N/A 25% 25%	- - - - - - -	2,010 250 2,367 750 -	- - - - - -	- 500 - - 5,000 3,000	- - - - - 8,021
Morris, J L Melcom	Davis & Partners - Transmission Tower in Brooklyn (D020807) Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) SpectraStar Holdings - Fairness Opinion (SBC) (D022702) TIM Brazil - Project EitelPhase 1 (strategic alliance) / Eitel - 1 (D014121) TIM Brazil - Project EitelPhase 2 (sale) / Eitel - 2 (D024366) TV Globo - Project Waves / Waves ... (D013628)	Real Estate Advisory Bonds-Corporate High Yield Senior Bank Debt Fairness Opinion Other M&A Advisory Divestiture Advisory Divestiture Advisory	0% N/A N/A N/A N/A 0% N/A	- - - - - -	5,480 5,886 533 1,578 89	- - - - -	- - - - -	1,004 - - - 1,004
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398) Acme Communications - general advisory (D006356) Data Transmission Network - bank/bond financing (3Q 02) (D022612) Galaxy Latin America - HY bond offering (1Q 01) (D002033) LIN Television - IPO (D020127) Lowe's Cineplex Entertainment - exit financing (1Q 02) (D016576) Young Broadcasting - HY Offering (4Q 01) (D014961) Young Broadcasting - general advisory (Kron Station) (D025304)	Bonds-Corporate High Yield Divestiture Advisory Bonds-Corporate High Yield Bonds-Corporate High Yield Equity-IPO Senior Bank Debt Bonds-Corporate High Yield Divestiture Advisory	N/A 25% 25% N/A N/A N/A 0%	- - - - 892 -	462 -	- -	1,264 3,011	- -
Silver, Ellen L.	Data Transmission Network - bank/bond financing (3Q 02) (D022612) Lowe's Cineplex Entertainment - exit financing (1Q 02) (D016576) Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield Senior Bank Debt Bonds-Corporate High Yield	25% N/A N/A	- -	1,930 527	- -	3,011 -	- -
Thun-Hohenstein, Christian	Bertelsmann - Project Rock / Rock, (D014819) Deutsche Telekom - Sale options for 18% stake in SES (D011448) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069)	Acquisition Advisory Divestiture Advisory Fairness Opinion Fairness Opinion	N/A 0% 25% N/A	- -	2,010 -	- -	6,000 500	- -
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) BusinessWire - general advisory (D005685) Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) Digital River - block trade (4Q 01) (D016304) Liberty Media - Acq opportunities in Europe (D016262) TMP Worldwide - Project University / University 1 (D013407) Walt Disney - \$450mm - IG Bond (D024828)	Divestiture Advisory Divestiture Advisory Divestiture Advisory Senior Bank Debt Equity-Secondary Acquisition Advisory Acquisition Advisory Bonds-Corp Investment Grade	75% N/A 25% 50% N/A N/A N/A	- -	2,663 -	- -	1,004 5,419 1,806	- -
Yung, Sun J.	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) Ikon Office Solutions - convertible offering (2Q 02) (D020567) SONIChius - debt private placement (2Q 02) (D021165) Scientific Atlanta - acquisition of Barcelona-Project Baseball / Baseball (D013401) SciencBLUE - general advisory (Project Soprano) / Soprano (D023818)	Senior Bank Debt Equity-Convertible Bonds Equity-PIPE Acquisition Advisory Acquisition Advisory	50% N/A N/A 25%	293 -	5,025 180 1,524	- -	1,806 -	- 2,509



**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 09-SEP-2002**  
**EUROS IN 000'S**  
**NA MEDIA (1)**

PRODUCT	Aug Franchise Revenue	YTD(Aug) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Sep Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BMW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Weighted(2)
<b>M&amp;A</b>	-	21,011	10,970	10,041	-	21,224	8,580	27,571	25,650	1,921	1,004	-
Other Advisory	-	21,011	10,970	10,041	-	21,224	8,580	27,571	25,650	1,921	1,004	-
Total Advisory	-	21,011	10,970	10,041	-	21,224	8,580	27,571	25,650	1,921	1,004	-
<b>HYCM</b>	-	10,310	10,234	75	-	3,011	753	11,062	7,330	3,732	-	-
Leverage Loan Fees	-	7,806	885	6,981	-	42,549	21,274	29,140	7,330	21,810	-	-
Project Finance / ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	-	-	-	-	-	-	-	-	-	-	-
<b>Equity Underwriting</b>	-	18,176	11,119	7,057	-	45,358	22,027	40,203	14,880	25,543	1,004	-
Restricted Securities / PPE	701	25,092	17,581	7,511	-	1,505	753	25,844	25,650	194	-	-
Structured Equity Transactions Group	-	(1)	107	(108)	-	-	-	(1)	-	(1)	-	-
Total Equity	701	25,091	17,688	7,403	-	1,505	753	25,843	25,650	193	-	-
<b>Capital Benefits / Treasury Allocation</b>	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	657	2,012	7,194	(5,182)	-	3,000	-	2,012	7,330	(5,318)	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	1,467	(1,467)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	(802)	-	(802)	-	-	-	(802)	-	(802)	-	-
Total Legacy Portfolios / Cross Selling / Other	657	1,210	8,651	(7,451)	-	3,000	-	1,210	7,330	(8,120)	-	-
<b>Total Corporate Finance Product</b>	1,358	65,487	43,438	17,049	-	71,289	29,340	94,827	73,290	21,537	2,007	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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**FRANCHISE - REVENUE BY DEAL**  
**AS OF: 09-SEP-2002**  
**EUROS IN 000'S**  
**NA MEDIA**

PRODUCT	DEAL	Franchise Revenue Aug	Franchise Revenue YTD(Aug)	Franchise Revenue Sep	Other Coverage Groups
Total M&A	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Landmark Communications - general advisory(Retailer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Scientific Atlanta -acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
Total M&A		-	21,011	-	
Total Advisory		-	21,011	-	
Total HYCM	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Echostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA SPON
	Enterecom Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
		-	10,310	-	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,936	-	NA FIN SPO, NA Lev Fin
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
Total Leverage Loan Fees		-	7,866	-	
Total Debt Products		-	18,176	-	
Total HYCM	Cumulus Media - secondary offering (2Q 02) (D022916)	312	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Ennis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Enterecom Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	ikon Office Solutions - convertible offering (2Q 02) (D020657)	293	5,025	-	None
	Internet Capital Group - IPO (D980806)	-	296	-	EUR TECH, NA CON
	Leap Frog Enterprises - IPO financing (D016309)	-	643	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	892	10,033	-	NA FIN SPO



FRANCHISE - REVENUE BY DEAL  
AS OF: 09-SEP-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Aug	Franchise Revenue YTD(Aug)	Franchise Revenue Sep	Other Coverage Groups
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(795)	(4,721)	-	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None
	SONICblue - debt private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	781	-	NA FIN SPO
<b>Total Equity Underwriting</b>		<b>701</b>	<b>25,092</b>	<b>-</b>	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam mfm (M1574)	-	(1)	-	None
<b>Total Restricted Securities / PPE</b>		<b>-</b>	<b>(1)</b>	<b>-</b>	
<b>Total Equity</b>		<b>701</b>	<b>25,091</b>	<b>-</b>	
	AOL Time Warner inc. - IG Bond. (M3404)	-	141	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	657	657	-	None
	Walt Disney - \$450mn - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
<b>Total GM DCM JV</b>		<b>657</b>	<b>2,012</b>	<b>-</b>	
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	-	(447)	-	None
<b>Total Principal Investing / PE Exceptions / Other</b>		<b>-</b>	<b>(802)</b>	<b>-</b>	
<b>Total Legacy Portfolios / Gross Selling / Other</b>		<b>657</b>	<b>1,210</b>	<b>-</b>	
<b>Total Corporate Finance Product</b>		<b>1,359</b>	<b>65,467</b>	<b>-</b>	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 09-SEP-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value				Balance Of Year 2002	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
			Oct	Nov	Dec					
Total M&A	Acme Communications - general advisory (D006356)	25	-	-	1,264	-	-	-	1,264	314
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75	-	-	1,004	-	-	-	1,004	753
	BusinessWire - general advisory (D006686)	25	-	-	5,419	-	-	-	5,419	1,355
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	7,025	-	-	-	7,025	3,512
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	25	-	-	2,509	-	-	-	2,509	627
Total M&A	TIM Brazil - Project Eiffel/Phase 2 (sale) / Eiffel - 2 (D024386)	0	-	-	-	-	-	1,004	1,004	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	4,014	-	-	-	4,014	-
Total M&A			-	-	21,224	-	-	1,004	22,228	6,560
Total Advisory			-	-	21,224	-	-	1,004	22,228	6,560
Total HYCM	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	25	3,011	-	-	-	-	-	3,011	753
			3,011	-	-	-	-	-	3,011	753
	Comcast - acq Incg for AT&T Broadband (participant bank) (D020813)	50	1,806	-	-	-	-	-	1,806	903
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	-	-	34,722	17,381
	Gray Television - bank/equity financing (4Q 02) (D022857)	75	3,011	-	-	-	-	-	3,011	2,258
Total Leverage Loan Fees	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	25	3,011	-	-	-	-	-	3,011	753
			7,827	-	-	-	-	-	42,549	21,274
Total Real Estate Advisory			-	-	-	-	-	1,004	1,004	-
Total Debt Products			-	-	-	-	-	1,004	1,004	-
Total Equity Underwriting	Salem Communications - secondary offering (3Q 02) (D024428)	50	10,838	-	-	-	-	-	46,563	22,027
			1,505	-	-	-	-	-	1,505	753
Total Equity			1,505	-	-	-	-	-	1,505	753
	SES Global - debt financing re GE Americom - Project Gerard / Gerard3 (D016996)	0	-	-	3,000	-	-	-	3,000	-
Total GM DCM JV			-	-	3,000	-	-	-	3,000	-
Total Legacy Portfolios / Gross Selling / Other			-	-	3,000	-	-	-	3,000	-
Total Corporate Finance Product			12,343	-	24,224	-	(0)	2,007	73,296	29,340

**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-09-09 (Item)**  
**EUROS IN 000'S**  
**NA Media**

BANKER	DEAL	PRODUCT	PROB	AUG FRANCHISE VALUE	YTD AUG FRANCHISE VALUE	SEP FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	1,032	1,032	-	-	-
	EchoStar - General Advisory (Vivendi) (D016641)	Other M&A Advisory	N/A	5,134	5,134	-	-	-
	EchoStar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	N/A	8,686	8,686	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	Acquisition Advisory	50%	(538)	(538)	-	7,025	-
	EchoStar - acqn advisory and financing (GM - HE) (D014801)	Acquisition Advisory	N/A	-	(145)	-	-	-
	Ennis Communications - Block Trade (2Q 02) (D021959)	Block Loans	50%	-	-	-	34,722	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	2,206	2,206	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	1,152	1,152	-	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	4,553	4,553	-	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	5,480	5,480	-	-	-
	MediaNation - HK\$445.8mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000464)	Equity-IPO	N/A	5,936	5,936	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	(4,721)	(4,721)	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015966)	Bonds-Eurobonds	0%	917	917	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	25%	1,206	1,206	-	3,000	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	25%	-	-	-	3,011	-
	Viacom - IG offering (3Q 02) (D025676)	Bonds-Corp. Investment Grade	N/A	657	657	-	-	-
	Viacom - Private Placement (2Q 02) (D013707)	Private Placement-Equity	N/A	-	749	-	-	-
Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	1,032	1,032	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	5,134	5,134	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	1,152	1,152	-	-	-
	Leap Frog Enterprises - IPO financing (D016309)	Equity-IPO	N/A	4,553	4,553	-	-	-
	MediaNation - HK\$445.8mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000464)	Equity-IPO	N/A	843	843	-	-	-
	NexMedia Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	(4,721)	(4,721)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	(89)	(89)	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	917	917	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	25%	1,206	1,206	-	-	-
Graves, Daniel B.	Viacom - IG offering (3Q 02) (D025676)	Bonds-Corp. Investment Grade	N/A	536	536	-	3,011	-
	Viacom - Private Placement (2Q 02) (D013707)	Private Placement-Equity	N/A	-	557	-	-	-
	Adelphia Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	68	68	-	-	-
	Alphabion Communications - General Advisory (News Ch B) (D020686)	Fairness Opinion	N/A	111	111	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Senior Bank Debt	75%	-	-	-	3,011	-
	Landmark Communications - general advisory (Kaiser 2001-02) (D014724)	Other M&A Advisory	N/A	203	203	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	50%	-	-	-	1,505	-
	Tribune Co - general advisory (radio assets) (D022234)	Divestiture Advisory	N/A	1,086	1,086	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	761	761	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	-	-	-	-
Morris, J L Malcolm	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	-	1,004
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	5,480	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959)	Senior Bank Debt	N/A	5,936	5,936	-	-	-
	SpectraStar Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	533	533	-	-	-
	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	Other M&A Advisory	N/A	1,578	1,578	-	-	-
	TV Globo - Project Eifel/Phase 2 (sale) / Eifel - 2. (D024386)	Divestiture Advisory	0%	-	-	-	-	1,004
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	89	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	462	462	-	-	-
	Acme Communications - general advisory (D006356)	Divestiture Advisory	25%	-	-	-	1,254	-
	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,011	-
Paul, Gregory R.	Galaxy Latin America - HY bond offering (1Q 01) (D006033)	Bonds-Corporate High Yield	N/A	1,505	1,505	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	10,033	10,033	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	527	527	-	-	-
	Young Broadcasting - HY offering (4Q 01) (D014861)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	4,014	-
	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,011	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	-	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	-	-
	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,011	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	-	-	-	-
Silver, Ellen L.	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,011	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	-	-	-	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-09-09 (Mon)  
EUROS IN 000'S  
NA Media.

BANKER	DEAL	PRODUCT	PROB	AUG FRANCHISE VALUE	YTD AUG FRANCHISE VALUE	SEP FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Triffo, Dyan	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bond-Corporate High Yield	N/A	-	527	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	-	-	-	1,004	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	2,563	-	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	5,419	-
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,808	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acqn opportunities in Europe (D016262)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,808	-
Yung, Sun J.	ikon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	293	5,025	-	-	-
	SONICblue - debt private placement (2Q 02) (D021165)	Equity-PIPE	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023616)	Acquisition Advisory	25%	-	-	-	2,509	-

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
AS OF 09-SEP-2002  
EUROS IN 000'S  
EUROPE MEDIA (1)

PRODUCT	Aug Franchise Revenue	YTD(Aug) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	Sep Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Current Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Weighted(2)
M&A	12	7,659	8,171	(512)	-	22,000	4,000	11,659	28,920	(17,281)	6,021	1,505
Other Advisory	12	7,659	8,171	(512)	-	22,000	4,000	11,659	28,920	(17,281)	6,021	1,505
Total Advisory	-	-	-	-	-	-	-	-	8,265	(8,265)	-	-
HYCM	-	2,273	2,492	(2,492)	-	-	-	-	8,265	(8,265)	-	-
Leverage Loan Fees	-	-	3,619	(1,347)	-	-	-	2,273	-	-	-	-
Project Finance / ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	2,273	6,111	(3,838)	-	-	-	2,273	18,525	(14,252)	-	-
Equity Underwriting	-	3,632	19,957	(16,025)	-	2,500	1,875	5,507	28,920	(23,413)	8,000	4,000
Restricted Securities / PPE	-	-	-	-	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	-	3,632	19,957	(16,025)	-	2,500	1,875	5,507	28,920	(23,413)	8,000	4,000
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	-	-	-	-	3,000	-	-	8,265	(8,265)	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	15,705	(15,705)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	-	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	-	-	15,705	(15,705)	-	3,000	-	-	8,265	(8,265)	-	-
Total Corporate Finance Product	12	13,884	49,644	(36,080)	-	27,500	5,875	19,439	82,830	(63,191)	14,021	5,505

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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**FRANCHISE - REVENUE BY DEAL**  
**AS OF: 09-SEP-2002**  
**EUROS IN 000'S**  
**EUROPE MEDIA**

PRODUCT	DEAL	Franchise Revenue Aug	Franchise Revenue YTD(Aug)	Franchise Revenue Sep	Other Coverage Groups
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus.&Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	(18)	65	-	Ofn, Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	30	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	-	750	-	EUR TECH
<b>Total M&amp;A</b>		<b>12</b>	<b>7,659</b>	<b>-</b>	
<b>Total Advisory</b>		<b>12</b>	<b>7,659</b>	<b>-</b>	
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,960	-	EUR SPON, UK
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	292	-	EUR SPON
<b>Total Leverage Loan Fees</b>		<b>-</b>	<b>2,273</b>	<b>-</b>	
<b>Total Debt Products</b>		<b>-</b>	<b>2,273</b>	<b>-</b>	
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,623	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,638	-	FRANCE
<b>Total Equity Underwriting</b>		<b>-</b>	<b>3,632</b>	<b>-</b>	
<b>Total Equity</b>		<b>-</b>	<b>3,632</b>	<b>-</b>	
<b>Total Corporate Finance Product</b>		<b>12</b>	<b>13,564</b>	<b>-</b>	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 09-SEP-2002  
EUROS IN 000'S  
EUROPE MEDIA

		Franchise Value					PROBABILITY	Balance Of				Franchise Revenue Total	Probability Weighted Pipeline
PRODUCT	DEAL		Sep	Oct	Nov	Dec		Year 2002	Future Years				
	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	25	-	-	-	2,000		-	-	-	-	2,000	500
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	0	-	-	-	6,000		-	-	-	-	6,000	-
	Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059)	25	-	-	-	500		-	-	-	-	500	125
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	-	4,500		-	-	-	-	4,500	1,125
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	25	-	-	-	5,000		-	-	-	-	5,000	1,250
	Taylor & Francis - acq of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	-	-	4,000	-		-	-	-	-	4,000	1,000
	Taylor Nelson - Acquisition of Project Granite (GFK) / Granite - (D002981)	25	-	-	-	-		-	-	-	-	8,021	1,505
Total M&A			-	-	4,000	18,000		-	-	-	-	28,021	5,505
Total Advisory			-	-	4,000	18,000		-	-	-	-	28,021	5,505
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	-	2,500		-	-	-	-	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	90	-	-	-	-		-	-	-	-	8,000	4,000
Total Equity Underwriting			-	-	-	2,500		-	-	-	-	10,500	5,875
Total Equity			-	-	-	2,500		-	-	-	-	10,500	5,875
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	0	-	-	-	3,000		-	-	-	-	3,000	-
Total GM DCM JV			-	-	-	3,000		-	-	-	-	3,000	-
Total Legacy Portfolios / Cross Selling / Other			-	-	-	-		-	-	-	-	-	-
Total Corporate Finance Product			-	-	4,000	23,500		-	-	-	-	41,521	11,380

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002.09.09 (Mon)**  
**EUROS IN 000'S**  
**Europe Media**

BANKER	DEAL	PRODUCT	PROB	AUG FRANCHISE VALUE	YTD AUG FRANCHISE VALUE	SEP FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	Gazprom - sale of Gazprom Media to Sputnik Group (Astre) / Astra * (D013840)	Valuation	N/A	-	2,367	-	-	-
	Johnston Press - Acq. advisory for RIM / Pacific. (D014213)	Acquisition Advisory	N/A	-	2,168	-	-	-
	Johnston Press - rights issue for acq. of RIM (D022844)	Equity Rights	N/A	-	1,823	-	-	-
	Johnston Press - €980mm debt financing for RIM acquisition / Jupiter. (D014834)	Senior Bank Debt	N/A	-	1,860	-	-	-
	Taylor & Francis - acq. of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Acquisition Advisory	25%	-	-	-	4,000	-
	Taylor Nelson - Acquisition of Project Granite (GFK) / Granite - (D022981)	Acquisition Advisory	25%	-	-	-	-	6,021
	Yell - US\$40mm financing for acq. of Nicod Publishing (D020485)	Senior Bank Debt	N/A	-	282	-	-	-
	BSK6 - GBP 200 million convertible bond (D020298)	Equity-Convertible Bonds	75%	-	-	-	2,500	-
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	2,000	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing (D015349)	Divestiture Advisory	25%	-	-	-	6,000	-
Lovegrove, Stephen	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	-	-
	Impressa/Cofina - pot. merger of Impressa w/ Investec (Ica Cub) / Ica Cub (D015714)	Merger Advisory	N/A	(18)	65	-	-	-
	JCDecaux - IPO (Project Fox) / Fox (D004897)	Equity-IPO	N/A	-	(1,629)	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	25%	-	-	-	4,600	-
	ProSieben - acquisition advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	25%	30	30	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Acquisition Advisory	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	Equity-IPO	50%	-	-	-	-	8,000
	Impressa/Cofina - pot. merger of Impressa w/ Investec (Ica Cub) / Ica Cub (D015714)	Merger Advisory	N/A	(18)	65	-	-	-
	Publicis Groupe SA - convertible bond Q1 2002 (King) / King * (D016091)	Equity-Convertible Bonds	N/A	-	3,638	-	-	-
Lovell, Nicholas	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Finninvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	25%	-	-	-	500	-
	Finninvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astre) / Astra * (D013840)	Valuation	N/A	-	2,367	-	-	-
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014882)	Merger Advisory	N/A	-	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	Taylor Nelson - Acquisition of Project Granite (GFK) / Granite - (D022981)	Acquisition Advisory	25%	-	-	-	-	6,021
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
Machinist, Bruce	Finninvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	25%	-	-	-	500	-
	Finninvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	N/A	-	280	-	-	-
Thun-Hohenstein, Christian								

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